

**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-NOV-2002**  
**EUROS IN '000'S**  
**GLOBAL MEDIA (1)**

PRODUCT	Oct Franchise Revenue	YTD(Oct) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Nov Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	End Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	431	29,452	20,714	8,738	-	3,289	1,324	30,776	49,000	(18,224)	108,339	13,568
Other Advisory	431	29,452	20,714	8,738	-	3,289	1,324	30,776	49,000	(18,224)	108,339	13,568
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	5,012	21,034	12,816	6,218	(3)	-	-	21,031	14,000	7,031	24,078	9,442
HYCM	1,859	15,106	12,115	2,992	-	66,241	32,087	47,204	14,000	33,204	5,995	1,499
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	6,968	36,142	24,931	11,211	(3)	66,241	32,087	68,238	28,000	40,236	31,072	10,940
Equity Underwriting	5,426	34,017	37,144	(3,127)	-	6,746	-	34,017	-	34,017	51,982	6,498
Private Placement-Equity	-	908	84	824	-	-	-	908	-	908	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	5,426	34,925	37,227	(2,303)	-	6,746	-	34,925	49,000	(14,076)	51,982	6,498
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	2,856	15,705	(12,848)	-	1,000	-	2,856	-	2,856	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	2,683	(2,683)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(59)	3,211	(849)	4,060	-	-	-	3,211	-	3,211	-	-
Total Legacy Portfolios / Cross Selling / Other	(59)	6,067	17,539	(11,472)	-	1,000	-	6,067	14,000	(7,933)	-	-
Total Corporate Finance Product	12,785	106,585	100,411	6,174	(3)	77,287	33,421	140,003	140,000	3	189,393	31,405

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12 NOV 2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Albritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Echostar - acqn advisory and financing (GIM - HE) (D014601)	-	(145)	-	NA Lev Fin
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	FinInvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus. & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	-	89	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	24	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Basebal (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	StoryFirst - valuation of Russian assets (D025060)	-	382	-	None
	SuperRadio - general advisory (D000577)	297	297	-	None
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	110	110	-	IBERIA
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
	<b>Total M&amp;A</b>	<b>431</b>	<b>29,452</b>	<b>-</b>	
	<b>Total Advisory</b>	<b>431</b>	<b>29,452</b>	<b>-</b>	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Carlyle/Welsh- acq fnog for Qwest Dex East (Phase 1) / Phase I (D023503)	4,769	4,769	(3)	NA FIN SPO, NA Lev Fin
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Enterecom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	-	386	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON

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## FRANCHISE - REVENUE BY DEAL

AS OF: 12-NOV-2002

EUROS IN 000'S

GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	Sinclair Broadcast Group - \$125mm add-on - Q4 02 (D026013)	243	243	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
<b>Total HYCM</b>		<b>5,012</b>	<b>21,034</b>	<b>(3)</b>	
	Gray Television - bank/equity financing (4Q 02) (D022657)	1,297	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	-	1,980	-	EUR SPON, UK
	Kerasco Theaters - Bank Financing (3Q 02) (D021256)	659	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>1,956</b>	<b>15,108</b>	-	
<b>Total Debt Products</b>		<b>6,968</b>	<b>36,142</b>	<b>(3)</b>	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entercom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	5,272	5,272	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Leap Frog Enterprises - IPO financing (D016309)	45	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	-	(4,721)	-	CHINA, NA FIN SPO, ASIA SPON
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	109	3,747	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
<b>Total Equity Underwriting</b>		<b>5,426</b>	<b>34,017</b>	-	
	Beam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None

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PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	iBeam mltm (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
<b>Total Private Placement-Equity</b>		-	<b>908</b>	-	
<b>Total Equity</b>		<b>5,426</b>	<b>34,925</b>	-	
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Pitney Bowes - IG offering (3Q 02) (D026114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DCM JV</b>		-	<b>2,856</b>	-	
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(59)	(624)	-	None
	Unallocated Event (***)	-	(1)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		<b>(59)</b>	<b>3,211</b>	-	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		<b>(59)</b>	<b>6,067</b>	-	
<b>Total Corporate Finance Product</b>		<b>12,765</b>	<b>106,585</b>	<b>(3)</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 12-NOV-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	Acme Communications - general advisory (D006356)	25	-	-	-	-	1,599	-	1,599	400
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	75	-	899	-	-	-	-	999	749
	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess (D024783)	0	-	-	5,000	-	-	-	5,000	-
	Blackstone/THL LLC etc. - EXCLUSIVITY for HM / Versailles (ex-Homercom. (D025088)	0	-	-	3,986	-	-	-	3,986	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	25	-	2,000	-	-	-	-	2,000	500
	BusinessWire - general advisory (D005685)	25	-	-	-	-	5,395	-	5,395	1,349
	Deutsche Telekom - Sale options for 16% stake in SES (D011446)	0	-	-	-	-	8,000	-	6,000	750
	Digital - sell-side advisory (D025150)	25	-	-	-	-	3,000	-	3,000	750
	Digital - sell-side advisory (D025150)	100	-	-	-	-	100	-	100	100
	Echostar - acqn advisory and financing (GM - HE) (D014601)	25	-	-	-	7,493	-	-	7,493	1,873
	Electronic Arts - general advisory (VUE Games) (D025837)	0	-	-	-	-	4,996	-	4,996	-
	Ennis Communications - general advisory (Project Football) / Football (D026447)	25	-	-	-	-	14,487	-	14,487	3,022
	Fininvest - valuations (Focus) / Focus (ex-Simlasi) (D016068)	25	-	300	-	-	-	-	300	75
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	-	4,500	-	4,500	1,125
	Johnson Press - acqn & fin of SMC's publishing div (D025984)	0	-	-	-	-	800	-	800	-
Total Advisory	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0	-	-	-	-	4,996	-	4,996	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	4,000	-
	TIM Brazil - Project Elitel/Phase 2 (sale) / Elitel - 2. (D024386)	0	-	-	-	-	999	-	999	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	18,682	-	19,982	-
	Vivendi Canal Plus - French assets M&A/ECM (ex-Technologies) / Canal+ (D025296)	25	-	-	-	-	10,000	-	10,000	2,500
	Young Broadcasting - general advisory (Korn Station) (D025504)	25	-	-	-	-	3,998	-	3,998	999
			-	3,299	8,996	7,493	89,849	-	109,638	15,292
			-	3,299	8,996	7,493	89,849	-	109,638	15,292
Total HYGM	Albritton Communications - HY (D020406)	0	-	-	-	-	1,498	-	1,498	-
	Cariya/Welsh - acq fmg for Quest/Dex West(Phase II) / Phase 2 (D025662)	25	-	-	-	-	7,383	-	7,383	1,848
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	50	-	-	-	-	6,784	-	6,784	3,387
	DirectTV USA - bridge financing (1002) (D020076)	50	-	-	-	-	8,392	-	8,392	4,196
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	50	-	-	-	-	24,078	-	24,078	9,442
	Cariya/Welsh - acq fmg for Quest/Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,895	-	-	-	5,895	1,488
	Cariya/Welsh - acq fmg for Quest/Dex East (Phase I) / Phase 1 (D023503)	25	2,997	-	-	-	-	-	2,997	749
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	50	-	1,768	-	-	-	-	1,768	899
	DirectTV USA - bridge financing (1002) (D020076)	50	-	18,783	-	-	-	-	18,783	9,392
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	34,569	-	-	-	-	34,569	17,284
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	78	-	3,996	-	-	-	-	3,996	2,997
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	2,997	-	-	-	-	2,997	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	100	-	-	-	-	-	100	25
	Vivendi Universal Entertainment - Refinancing (D025555)	75	1,000	-	-	-	-	-	1,000	750
			4,097	62,144	5,895	-	-	-	72,236	33,885
Total Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	999	-	999	-
			-	-	-	-	999	-	999	-
			4,097	62,144	5,895	-	25,077	-	97,313	43,037
Total Debt Products	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	-	-	9,991	-	9,991	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022450)	0	-	-	-	-	14,000	-	14,000	-
	BskyB - GBP 200 million convertible bond (D020286)	0	-	2,500	-	-	-	-	2,500	-
	Citadel Broadcasting - IPO (D023066)	0	-	2,997	-	-	-	-	2,997	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	1,248	-	-	-	-	1,248	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	50	-	-	-	-	8,000	-	8,000	4,000
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	9,991	-	-	-	9,991	2,495
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-

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FRANCHISE - PIPELINE BY DFAL  
AS OF: 12-NOV-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total Equity Underwriting			-	6,746	9,991	-	41,991	-	58,728	5,498
Total Equity			-	6,746	9,991	-	41,991	-	58,728	5,498
Total GM DCM JV	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015006)	0	-	1,000	-	-	-	-	1,000	-
Total Legacy Portfolios / Cross Selling / Other			-	1,000	-	-	-	-	1,000	-
Total Corporate Finance Product			4,097	73,139	24,982	7,483	156,918	-	266,880	64,827

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FRANCHISE - REVENUE & PIPELINE BY MID & DIR  
2002:11-12 (Tue)  
EUROS IN 000'S  
Global Media

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Citadel Broadcasting - IPO (D023066)	Equity-PO	0%	-	1,032	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-	-
	DirectTV USA - bridge financing (1Q02) (D020076)	Bonds-Corporate High Yield	50%	-	-	-	18,783	6,784
	DirectTV USA - bridge financing (1Q02) (D020076)	Senior Bank Debt	50%	-	-	-	-	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,586	-	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	25%	-	(538)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	25%	-	(145)	-	-	7,453
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	25%	-	-	-	-	-
	Ennis Communications - Block Trade (2Q 02) (D021959)	Bridge Loans	50%	-	2,206	-	34,569	-
	Ennis Communications - general advisory (Project Football) / Football (D026447)	Block Trade	N/A	-	-	-	-	14,487
	Entertainment Communications - HY offering (1Q 02) (D020688)	Acquisition Advisory	25%	-	1,152	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing (1Q 02) (D020128)	Bonds-Corporate High Yield	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing (1Q 02) (D020128)	Equity-Secondary	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing (1Q 02) (D020128)	Bonds-Corporate High Yield	N/A	-	5,960	-	-	-
	Mediastation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Senior Bank Debt	N/A	-	(4,721)	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	Equity-PO	N/A	-	(6)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021891)	Bonds-Corporate High Yield	0%	-	917	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D016996)	Bonds-Eurobonds	0%	-	243	-	1,000	-
	Sindair Broadcast Group - \$125mm add-on - Q4 02 (D026013)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
Austin, Geoffrey	Sindair Broadcasting - HY offering (4Q 01) (D016235)	Senior Bank Debt	0%	-	-	-	2,997	-
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	Divestiture Advisory	N/A	-	297	-	-	-
	SuperRadio - general advisory (D000577)	Bonds-Corp. Investment Grade	75%	-	857	-	-	-
	Viacom - IG offering (3Q 02) (D025675)	Bridge Loans	N/A	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	1,125	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	-	743	-	-	-
	iEquity Digital - Private Placement (Q2 02) (D013707)	Private Placement-Equity	N/A	-	-	-	-	-
	BC Partners - acq of Bertelsmann/Springer (Chem) / Chess " (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homerom, (D025086)	Acquisition Advisory	0%	-	-	-	-	3,996
	Gazprom - sale of Gazprom Media to Spunik Group (Astra) / Astra " (D013840)	Valuation	N/A	-	2,387	-	-	-
	Johnston Press - Acq advisory for RIM / Pacific (D014213)	Acquisition Advisory	N/A	-	2,188	-	-	800
	Johnston Press - acq & fin of SMG's publishing div (D025984)	Corporate Brokerage - Advisory	0%	-	-	-	-	-
	Johnston Press - rights issue for acq of RIM (D022644)	Equity-Rights	N/A	-	1,649	-	-	-
	Johnston Press - €680mm debt financing for RIM acquisition / Jupiter - (D014834)	Senior Bank Debt	25%	-	1,980	-	100	-
	Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Block Trade	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,982
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	-	10,000
	Vivendi Canal Plus French assets M&A/ECM (ex. Technologies) / Canlabl (D025296)	Senior Bank Debt	25%	-	282	-	-	-
	Yell - US\$40mm financing for acq of Moleod Publishing (D020465)	Divestiture Advisory	N/A	-	-	-	-	-
Caley, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Caryle/Welsh - acq frog for West Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	-	7,303
	Caryle/Welsh - acq frog for West Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	-	5,995
	Caryle/Welsh - acq frog for West Dex East(Phase I) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	-	4,769	(3)	-	-
	Caryle/Welsh - acq frog for West Dex East(Phase I) / Phase 1 (D023503)	Senior Bank Debt	25%	-	-	-	2,997	-
	Citadel Broadcasting - IPO (D023066)	Equity-PO	0%	-	-	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-	-
	Ennis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	25%	-	-	-	-	14,487
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
	Leap Frog Enterprises - IPO financing (D016309)	Equity-PO	N/A	-	688	-	-	-
	Mediastation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-PO	N/A	-	(4,721)	-	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	(89)	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	50%	-	-	-	-	8,392
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Equity-Secondary	N/A	-	917	-	3,996	-
	Radio One - Secondary Offering (2Q 02) (D021891)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
	Sindair Broadcasting - HY offering (4Q 01) (D016235)	Senior Bank Debt	N/A	-	836	-	-	-
	Sindair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,997	-
	SuperRadio - general advisory (D000577)	Divestiture Advisory	N/A	-	297	-	-	-
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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-11-12 (Tue)  
EUROS IN 000'S  
Global Media

BANKER	DEAL	PRODUCT	PROB	QCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Graves, Daniel B.	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	N/A	-	687	-	-	-
	Adephia Communications - HY Offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-	-
	Albion Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-	-
	Albion Communications - HY (D020408)	Bonds-Corporate High Yield	0%	-	-	-	-	1,469
	Gray Television - HY offering (4Q 02) (D025884)	Bonds-Corporate High Yield	0%	-	386	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Equity-Secondary	N/A	5,272	5,272	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	N/A	1,297	1,297	-	-	-
	Landmark Communications - general advisory/Refinancing (2001-02) (D014724)	Other M&A Advisory	N/A	203	-	-	1,249	-
	Salem Communications - secondary offering (3Q 02) (D024426)	Equity-Secondary	0%	-	-	-	-	-
	Tribune Co. - general advisory (radio assets) (D002234)	Divestiture Advisory	N/A	-	1,066	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	-	14,000
	BC Partners - acqn of BertelsmannSpringer (Chees) (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Bertelsmann - Project Rock / Rock... (D014619)	Equity-Convertible Bonds	0%	-	-	-	2,500	-
	Bertelsmann - USD 1.450 bn syndicated loan facility - Jan02 (D023640)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homercom), (D025086)	Short Term Finance	0%	-	4,191	-	-	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	Acquisition Advisory	0%	-	-	-	-	3,996
	Deutsche Telekom - Sale options for 18% stake in SES (D011448)	Divestiture Advisory	25%	-	-	-	2,000	-
	Digital - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	6,000
	Digital - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Digital - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	4,996
Lovell, Nicholas	Electronic Arts - general advisory (VUE Games) (D025837)	Acquisition Advisory	N/A	24	89	-	-	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cube (D015714)	Equity-Convertible Bonds	N/A	-	(1,829)	-	-	4,500
	JCDecaux - IPO (Project Fox) / Fox (D004897)	Acquisition Advisory	25%	-	-	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	0%	-	30	-	-	4,996
	JCDecaux - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	5,000
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Defense Advisory	23%	-	-	-	-	4,000
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	0%	-	-	-	1,000	-
	Reuters - strategic advisory re 53% stake in Tibco (D025052)	Divestiture Advisory	0%	-	-	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015986)	Bonds-Eurobonds	50%	-	-	-	-	8,000
	SES Global - 6700-1bn IPO - Project Gerard2 / Gerard2 (D013335)	Equity-IPO	0%	-	151	-	-	-
	TPI - EUR 350mm refinancing - July 2002 (D022100)	Senior Bank Debt	N/A	-	110	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Acquisition Advisory	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	0%	-	-	-	-	19,992
	Vivendi - Canal Plus French assets M&A/ECM (ex: Technologies) / Canabli (D025256)	Divestiture Advisory	25%	-	-	-	-	10,000
	Electronic Arts - general advisory (VUE Games) (D025837)	Acquisition Advisory	0%	24	-	-	-	4,996
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cube (D013714)	Merger Advisory	N/A	-	89	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	4,996
	Publicis Groupe SA - convertible bond Q1 2002 (King) / King * (D018091)	Equity-Convertible Bonds	N/A	109	3,747	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,991
Machmes, Bruce	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	-	19,992
	Vivendi - Canal Plus French assets M&A/ECM (ex: Technologies) / Canabli (D025256)	Divestiture Advisory	25%	-	-	-	-	10,000
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Digital - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	100
	Digital - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Finninvest - valuations (Focus) / Focus (ex-Slirfast) (D018069)	Fairness Opinion	25%	-	-	-	300	-
	Finninvest - valuations (Focus) / Focus (ex-Slirfast) (D018069)	Fairness Opinion	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Bonds-Corporate High Yield	N/A	-	5,333	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Senior Bank Debt	N/A	-	1,712	-	-	-
	ProSieben - merger advisory with Kirch Media (Plt Concordia) / Concord (D014932)	Merger Advisory	N/A	-	750	-	-	5,000
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015986)	Bonds-Eurobonds	50%	-	-	-	1,000	-
	SonyFirst - valuation of Russian assets (D025060)	Valuation	N/A	-	352	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IPO	0%	-	-	-	-	10,000
Morris, J. L.	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	-	Global Media (as at 12 Nov 02) 9,991

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-12-12 (Tue)  
EUROS IN 000'S  
Global Media.

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE 999
Paul, Gregory R.	David & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	-
	Hughes/PanAmSat - Project Pelican/Tristar financing (D015959)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/Tristar financing (D015959)	Senior Bank Debt	N/A	-	5,960	-	-	-
	SpectraStar Holdings - Fairness Opinion (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	TM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	999
	TM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2. (D024386)	Divestiture Advisory	0%	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D003356)	Divestiture Advisory	25%	-	-	-	-	1,599
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	859	-	-	-
	LIN Television - IPO (D020127)	Equity IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	3,996
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	25%	-	-	-	-	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	859	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan 02 (D023840)	Short Term Finance	N/A	-	4,191	-	-	-
Thun-Hohenstein, Christian	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Divestiture Advisory	0%	-	-	-	300	6,000
	Fininvest - valuations (Focus) / Focus (ex-Simlax) (D016069)	Fairness Opinion	25%	-	-	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Simlax) (D016069)	Fairness Opinion	N/A	-	250	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	75%	-	-	-	999	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	N/A	-	2,563	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	-	5,365
	Concast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,798	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D016262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
Triffo, Dyan	USA Interactive - bond repurchase (4Q 02) (D025381)	Bonds-Corp. Investment Grade	75%	-	-	-	470	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,991
	Walt Disney - \$450mm - IG Bond (D024828)	Divestiture Advisory	0%	-	-	-	-	18,982
	Concast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,798	-
	ikon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pinney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barco/Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-
	Yung, Sun J.							

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12 NOV 2002**  
**EUROS IN 000'S**  
**NA MEDIA (1)**

PRODUCT	Oct Franchise Revenue	YTD(Oct) Franchise Revenue	Prior YTD Franchise Revenue	BIW PRIOR YTD Franchise Revenue	Nov Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BIW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	297	21,307	10,500	10,807	-	969	749	22,056	25,650	(3,594)	53,951	8,243
Other Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Advisory	297	21,307	10,500	10,807	-	969	749	22,056	25,650	(3,594)	53,951	8,243
ABL Origination	5,012	15,701	10,324	5,377	(3)	-	-	-	7,330	8,369	24,078	9,442
HYCM	1,956	10,972	885	10,087	-	66,141	32,072	43,043	7,330	35,713	5,995	1,499
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	6,968	26,673	11,209	15,464	(3)	66,141	32,072	58,742	14,660	44,082	31,072	10,940
Equity Underwriting	5,317	30,249	18,857	11,382	-	4,246	-	30,249	-	30,249	19,982	2,498
Private Placement-Equity	-	908	84	824	-	-	-	908	-	908	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	5,317	31,157	18,941	12,216	-	4,246	-	31,157	25,650	6,507	19,982	2,498
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	2,856	7,194	(4,338)	-	1,000	-	2,856	-	2,856	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	2,683	(2,683)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(59)	(379)	(849)	(130)	-	-	-	(979)	7,330	(979)	-	-
Total Legacy Portfolios / Cross Selling / Other	(59)	1,877	9,028	(7,151)	-	1,000	-	1,877	-	(5,463)	-	-
Total Corporate Finance Product	12,523	81,014	45,576	31,336	(3)	72,387	32,821	113,832	73,200	40,642	105,005	21,680

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-NOV-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Albritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,863	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012658)	-	1,032	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA Lev Fin
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,888	-	None
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	SuperRadio - general advisory (D000577)	297	297	-	None
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
<b>Total M&amp;A</b>		<b>297</b>	<b>21,307</b>	<b>-</b>	
<b>Total Advisory</b>		<b>297</b>	<b>21,307</b>	<b>-</b>	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	482	-	NA FIN SPO
	Cardyle/Welsh - acq Inq for Qwest Dex East (Phase 1) / Phase 1 (D023503)	4,769	4,769	(3)	NA FIN SPO, NA Lev Fin
	EchoStar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Entertainment Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	-	386	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	Sinclair Broadcast Group - \$125mm add-on - Q4 02 (D026013)	243	243	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
<b>Total HYCM</b>		<b>5,012</b>	<b>16,701</b>	<b>(3)</b>	
	Gray Television - bank/equity financing (4Q 02) (D022657)	1,297	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	659	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D018578)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>1,956</b>	<b>10,972</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>5,968</b>	<b>26,673</b>	<b>(3)</b>	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-NOV-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Entercom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	5,272	5,272	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)	45	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	-	(4,721)	-	CHINA, NA FIN SPO, ASIA SPON
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
<b>Total Equity Underwriting</b>		<b>5,317</b>	<b>30,249</b>	-	
	IBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	IBeam mtn (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
<b>Total Private Placement-Equity</b>		-	<b>908</b>	-	
<b>Total Equity</b>		<b>5,317</b>	<b>31,157</b>	-	
	AOL Time Warner inc. - IG Bond (M3404)	-	141	-	None
	Plirey Bowes - IG offering (3Q 02) (D026114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DCM JV</b>		-	<b>2,856</b>	-	
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(59)	(624)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		<b>(59)</b>	<b>(979)</b>	-	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		<b>(59)</b>	<b>1,877</b>	-	
<b>Total Corporate Finance Product</b>		<b>12,523</b>	<b>81,014</b>	<b>(3)</b>	

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FRANCHISE - PIPELINE BY DEAL  
A3 OF: 12-NOV-2002  
EUROS IN 000S  
NA MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	Acme Communications - general advisory (D006365)	26	-	-	-	-	1,500	-	1,599	400
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	999	-	-	-	-	999	749
	BusinessVibe - general advisory (D005665)	25	-	-	-	-	5,395	-	5,395	1,349
	Echosar - acqn advisory and financing (GM - HE) (D014801)	25	-	-	-	7,493	-	-	7,493	1,873
	Ermis Communications - general advisory (Project Football) / Football (D026447)	25	-	-	-	-	14,487	-	14,487	3,622
Total Advisory	TIM Brazil - Project EifelPhase 2 (sale) / Eifel - 2 (D024388)	0	-	-	-	-	999	-	999	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	19,982	-	19,982	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	25	-	-	-	-	3,996	-	3,996	999
							48,458		54,951	8,992
							48,458		54,951	8,992
Total HYCM	Allbritton Communications - HY (D020406)	0	-	-	-	-	1,498	-	1,498	-
	Carlyle/Welsh - acq fmg for Qwest Dex West(Phase II) / Phase 2 (D026662)	25	-	-	-	-	7,393	-	7,393	1,848
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	-	-	-	6,794	-	6,794	3,387
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	50	-	-	-	-	8,382	-	8,382	4,195
							24,078		24,078	9,442
Total Leverage Loan Fees	Carlyle/Welsh - acq fmg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,995	-	-	-	5,995	1,499
	Carlyle/Welsh - acq fmg for Qwest Dex East (Phase I) / Phase I (D023503)	25	2,997	-	-	-	-	-	2,997	748
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	50	-	1,798	-	-	-	-	1,798	898
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	16,783	-	-	-	-	16,783	9,382
	Echosar - acqn advisory and financing (GM - HE) (D014801)	50	-	34,568	-	-	-	-	34,568	17,264
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	75	-	3,996	-	-	-	-	3,996	2,997
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	2,997	-	-	-	-	2,997	-
	Vivendi Universal Entertainment - Refinancing (D025559)	75	1,000	-	-	-	-	-	1,000	750
			3,997	82,144	5,995	-	-	-	72,136	33,570
									999	-
Total Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	999	-	999	-
							999		999	-
Total Debt Products			3,997	82,144	5,995	-	25,077	-	97,213	43,012
Total Equity Underwriting	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	-	-	9,991	-	9,991	-
	Citadel Broadcasting - IPO (D023066)	0	-	2,997	-	-	-	-	2,997	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	1,249	-	-	-	-	1,249	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	9,991	-	-	-	9,991	2,498
Total Equity				4,246	9,991	-	9,991	-	24,228	2,498
									24,228	2,498
Total GM DCM JV	SES Global - Debt financing re GE Americom - Protect Gerard / Gerard3 (D015996)	0	-	1,000	-	-	-	-	1,000	-
									1,000	-
Total Legacy Portfolios / Cross Selling / Other				1,000	-	-	-	-	1,000	-
Total Corporate Finance Product			3,997	85,389	15,986	7,493	81,627	-	177,392	54,502

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-11-12 (Tue)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012658)	N/A	-	1,032	-	-	-
	Citadel Broadcasting - IPO (D023066)	0%	-	-	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	5,134	-	-	6,784
	DirectTV USA - bridge financing (1Q 02) (D020078)	50%	-	-	-	-	-
	DirectTV USA - bridge financing (1Q 02) (D020078)	50%	-	-	-	18,783	-
	EchoStar - General Advisory (Vivendi) (D016544)	N/A	-	8,686	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	N/A	-	(536)	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	25%	-	(145)	-	-	1,483
	EchoStar - acq advisory and financing (GM - HE) (D014601)	N/A	-	-	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	50%	-	-	-	34,569	-
	Emmis Communications - Black Trade (2Q 02) (D021959)	N/A	-	2,206	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	25%	-	-	-	-	14,487
	Entercom Communications - HY offering (1Q 02) (D020688)	N/A	-	1,152	-	-	-
	Entercom Communications - secondary offering (1Q 02) (D020128)	N/A	-	4,563	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,460	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,960	-	-	-
	MediaNation - HK\$445.8mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	(4,721)	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	N/A	-	(6)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	N/A	-	917	-	1,000	-
	SES Global - Debt financing re GE Amercom - Project Gerard / Gerard3 (D015996)	0%	-	-	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	N/A	243	243	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	0%	-	1,206	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	N/A	297	297	-	2,997	-
	SuperRadio - general advisory (D000577)	N/A	-	657	-	-	-
	Viacom - IG offering (3Q 02) (D025976)	75%	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025556)	N/A	-	1,125	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025556)	N/A	-	749	-	-	-
	Vivendi Digital - Private Placement (2Q 02) (D013707)	N/A	-	-	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012658)	N/A	-	1,032	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	-	-	7,393
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	-	-	5,995
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	(3)	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	4,789	4,789	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	0%	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	5,134	-	-	14,487
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	1,152	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	4,553	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	45	45	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	888	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	(4,721)	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	50%	-	(89)	-	-	8,392
	Cumulus Media - secondary offering (2Q 02) (D022916)	75%	-	-	-	3,995	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	917	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	1,206	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	536	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	0%	-	-	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	297	297	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	657	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	68	-	-	-
Graves, Daniel B.	Adelphia Communications - HY offering (2Q 01) (D013220)	N/A	-	111	-	-	-
	Albion Communications - General Advisory (News Ch 8) (D020696)	0%	-	-	-	-	1,499
	Gray Television - HY offering (4Q 02) (D023884)	N/A	-	386	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	N/A	5,272	5,272	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	N/A	1,297	1,297	-	-	-
	Landmark Communications - general advisory (Reliance 2001-02) (D014724)	N/A	-	203	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0%	-	-	-	-	-
	Thruway Co. - general advisory (radio assets) (D022234)	N/A	-	1,086	-	-	-
	Thruway Co. - general advisory (radio assets) (D022234)	N/A	-	-	-	-	-
	Thruway Co. - general advisory (radio assets) (D022234)	N/A	-	-	-	-	-

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-11-12 (Tues)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Morris, J L Malcolm	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	-	9,991
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	999
	HughesPandaSat - Project PandaSat interim financing (2Q 02) / Pelican 1 (D015556)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	HughesPandaSat - Project Pelican interim financing (2Q 02) / Pelican 1 (D015556)	Senior Bank Debt	N/A	-	5,980	-	-	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	Tim Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	999
	Tim Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2. (D024366)	Divestiture Advisory	0%	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	-	89	-	-	-
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	482	-	-	-
	Acme Communications - general advisory (D006396)	Divestiture Advisory	25%	-	-	-	-	1,569
	Galaxy Latin America - HY bond offering (1Q 01) (D020203)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	Kerascoles Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	859	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	25%	-	-	-	-	3,996
Silver, Ellen L.	Kerascoles Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	659	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	2,663	-	999	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	-	5,366
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,786	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D018262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	USA Interactive - bond repurchase (4Q 02) (D026391)	Bonds-Corp. Investment Grade	75%	-	-	-	420	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,962
	Walt Disney - \$450mm - IG Bond (D024628)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
Yung, Sun J.	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,786	-
	Icon Office Solutions - convertible offering (2Q 02) (D020857)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pinney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	Scientific Atlanta - acq of Barconet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-NOV-2002**  
**EUROS IN '000'S**  
**EUROPE MEDIA (1)**

PRODUCT	Oct Franchise Revenue	YTD(Oct) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Nov Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	End Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	134	8,144	11,840	(3,696)	-	2,300	575	8,719	28,920	(20,201)	72,369	5,725
Other Advisory	134	8,144	11,840	(3,696)	-	2,300	575	8,719	28,920	(20,201)	72,369	5,725
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	-	5,333	2,492	2,841	-	-	-	-	8,265	(2,932)	-	-
HYCM	-	4,136	11,231	(7,095)	-	100	25	4,161	8,260	(4,086)	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	9,469	13,722	(4,254)	-	100	25	9,494	16,525	(7,031)	-	-
Equity Underwriting	106	3,768	20,974	(17,206)	-	2,500	-	3,768	-	3,768	41,981	6,498
Private Placement-Equity	-	-	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	106	3,768	20,974	(17,206)	-	2,500	-	3,768	28,920	(25,152)	41,981	6,498
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	15,705	(15,705)	-	1,000	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	4,191	15,705	(11,514)	-	1,000	-	4,191	8,285	(4,074)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	4,191	15,705	(11,514)	-	1,000	-	4,191	-	-	-	-
Total Corporate Finance Product	243	25,872	62,241	(36,670)	-	5,900	600	28,172	82,630	(56,458)	114,360	12,223

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 12-NOV-2002**  
**EUROS IN 000'S**  
**EUROPE MEDIA**

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Bertelsmann - Project Rock / Rock... (D014619)	-	2,010	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus. & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	24	89	-	Oh. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	TPJ - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	110	110	-	IBERIA
<b>Total M&amp;A</b>		<b>134</b>	<b>8,144</b>	<b>-</b>	
<b>Total Advisory</b>		<b>134</b>	<b>8,144</b>	<b>-</b>	
<b>Total HYCM</b>	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
		-	5,333	-	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON, UK
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020485)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>-</b>	<b>4,136</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>-</b>	<b>9,469</b>	<b>-</b>	
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,849	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	109	3,747	-	FRANCE
<b>Total Equity Underwriting</b>		<b>109</b>	<b>3,768</b>	<b>-</b>	
<b>Total Equity</b>		<b>109</b>	<b>3,768</b>	<b>-</b>	
<b>Total Principal Investing / PE Exceptions / Other</b>	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
		-	4,191	-	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		-	4,191	-	
<b>Total Corporate Finance Product</b>		<b>243</b>	<b>25,572</b>	<b>-</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 12 NOV 2002  
EUROG IN 0003  
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	BC Partners - acqn of BartelsmannSpringer (Chess) / Chess ** (D024783)	0	-	-	5,000	-	-	-	5,000	-
	BlackstoneTH Lee etc. EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086)	0	-	-	3,986	-	-	-	3,986	-
	Booster & Hawkes - divestiture advisory/finance & refinancing / Bronze (D015359)	25	-	2,000	-	-	-	-	2,000	500
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	6,000	-	6,000	-
	Digiturk - sell-side advisory (D025150)	25	-	-	-	-	3,000	-	3,000	750
	Digiturk - sell-side advisory (D025150)	100	-	-	-	-	100	-	100	100
	Electronic Arts - general advisory (VUE Games) (D025937)	0	-	-	-	-	4,986	-	4,986	-
	Finnvest - valuations (Focus) / Focus (ex-Simfast) (D015069)	25	-	300	-	-	-	-	300	75
	JCDexa - acquisition advisory - Project Daedalus / Daedalus. (D022235)	25	-	-	-	-	4,500	-	4,500	1,125
	Johnson Press - acqn & fin of SMG's publishing div (D025884)	0	-	-	-	-	800	-	800	-
Total Advisory	Parson plc - strategic advisory re Interactive Data Corp (D025865)	0	-	-	-	-	4,996	-	4,996	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	19,982	-	19,982	-
	Vivendi - Canal Plus French assets M&A/ECM (ex-Technologies) / Cantanli (D025286)	25	-	-	-	-	10,000	-	10,000	2,500
				2,300	9,991	-	63,373	-	74,669	6,300
				2,300	9,991	-	63,373	-	74,669	6,300
				-	-	-	-	-	-	-
				-	-	-	-	-	-	-
				-	-	-	-	-	-	-
Total Debt Products	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	100	-	-	-	-	-	100	25
			100	-	-	-	-	-	100	25
			100	-	-	-	-	-	100	25
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total Equity Underwriting	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	14,000	-	14,000	-
	BSkyB - GBP 200 million convertible bond (D020286)	0	-	2,500	-	-	-	-	2,500	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	50	-	-	-	-	8,000	-	8,000	4,000
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022782)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	9,991	-	-	-	9,991	2,498
			-	2,500	9,991	-	32,000	-	44,491	6,498
			-	2,500	9,991	-	32,000	-	44,491	6,498
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total GM DCM JV	SES Global - Debt financing re OE Americom - Project Gerard / Gerard3 (D015996)	0	-	1,000	-	-	-	-	1,000	-
			-	1,000	-	-	-	-	1,000	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other			-	1,000	-	-	-	-	1,000	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total Corporate Finance Product			100	5,800	18,987	-	95,373	-	120,280	12,823
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-11-12 (Tue)**  
**EUROS IN DDYS**  
**Europe Media**

	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
BANKER Austin, Geoffrey	BC Partners - acqn of BertelsmannSpringer (Ches) / Ches ** (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086))	Acquisition Advisory	0%	-	2,367	-	-	3,996
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,188	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	N/A	-	-	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025884)	Corporate Brokerage - Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022644)	Equity-Rights	N/A	-	1,645	-	-	-
	Johnston Press - £680mm debt financing for RIM acquisition/ Jupiter, (D014834)	Senior Bank Debt	N/A	-	1,980	-	-	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Block Trade	25%	-	-	-	100	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,982
	Vivendi Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Senior Bank Debt	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Midco Publishing (D020465)	Acquisition Advisory	N/A	-	202	-	-	-
Lovegrove, Stephen	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022490)	Equity-Secondary	0%	-	-	-	-	14,000
	BSkyB - GBP 200 million convertible bond (D020286)	Equity-Convertible Bonds	0%	-	-	-	2,500	5,000
	Bertelsmann - Project Rock / Rock.. (D024783)	Acquisition Advisory	0%	-	2,010	-	-	-
	Bertelsmann - USD 1.450 bn syndicated loan facility - Jan02 (D023640)	Short Term Finance	N/A	-	4,191	-	-	-
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086))	Acquisition Advisory	0%	-	-	-	2,000	3,996
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	Divestiture Advisory	25%	-	-	-	-	6,000
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Divestiture Advisory	100%	-	-	-	-	100
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	4,996
	Electronic Arts - general advisory (VUE Games) (D025637)	Acquisition Advisory	0%	-	89	-	-	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice Cub (D015714)	Merger Advisory	N/A	-	(1,629)	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004897)	Equity-IPO	N/A	-	-	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	Acquisition Advisory	25%	-	-	-	-	4,500
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	Acquisition Advisory	N/A	-	30	-	-	-
	Pearson plc - strategic advisory re interactive Data Corp (D022565)	Acquisition Advisory	0%	-	-	-	-	4,996
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	-	5,000
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	Divestiture Advisory	0%	-	-	-	1,000	4,000
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	0%	-	-	-	-	8,000
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013636)	Equity-IPO	50%	-	-	-	-	-
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	Senior Bank Debt	N/A	-	151	-	-	-
Lovell, Nicholas	Vivendi Universal - disposal of US stakes (D025431)	Acquisition Advisory	N/A	-	110	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,881
	Vivendi Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Divestiture Advisory	0%	-	-	-	-	19,982
	Electronic Arts - general advisory (VUE Games) (D025637)	Divestiture Advisory	25%	-	-	-	-	10,000
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice Cub (D015714)	Acquisition Advisory	0%	-	-	-	-	4,996
	Pearson plc - strategic advisory re interactive Data Corp (D025665)	Merger Advisory	N/A	-	89	-	-	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016061)	Equity-Convertible Bonds	0%	-	-	-	-	4,598
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	N/A	-	3,747	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	-	9,891
	Vivendi Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Divestiture Advisory	25%	-	-	-	-	10,000
MacInnes, Bruce	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	100
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016065)	Fairness Opinion	25%	-	-	-	300	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016065)	Fairness Opinion	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Bonds-Corporate High Yield	N/A	-	1,712	-	-	-
	ProSieben - merger advisory with Kirch Media (pjt Concordia) / Concord (D014982)	Senior Bank Debt	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Merger Advisory	N/A	-	-	-	-	5,000
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Divestiture Advisory	25%	-	-	-	1,000	-
	Storyfirst - valuation of Russian assets (D025060)	Bonds-Eurobonds	0%	-	-	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Valuation	N/A	-	352	-	-	10,000
Thun-Hornstein, Stephan	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-11-12 (Tue)  
EUROS IN 000'S  
Europe Media

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE		YTD OCT		NOV FRANCHISE		2003 FRANCHISE		FRANCHISE	
				VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE	FUTURE	PIPELINE
	Bertelsmann - USD 1450 bn syndicated loan facility - Jan02 (D023640)	Short Term Finance	N/A	-	-	4,191	-	-	-	-	-	6,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	-	-	-	-	300	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D018069)	Fairness Opinion	25%	-	-	-	-	-	-	-	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016068)	Fairness Opinion	N/A	-	-	260	-	-	-	-	-	-	-

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